

Securing a once-in-a-lifetime property opportunity with Capitalise and Ortus

“Accessing short-term funding meant we could secure the purchase of the premises for our client. They’ve been developing really strongly, and this will allow them to take it to the absolute next level.” - Helder Dias, Finance Broker

In December 2020, SJPR Accountants’ client, who owns a specialist grocery and butcher’s shop, learnt that the property next door to their premises was up for sale. The company had been looking to expand and this offered the perfect next step.

By working with Capitalise and short-term finance lender Ortus, SJPR was able to secure a commercial bridging loan of £265,000 for 12 months, so their client could purchase the property.

A BRIDGE TO BUSINESS GROWTH

“Our vision is to see our clients grow and help them to find investment and expansion opportunities,” says Helder Dias, SJPR.

“So when the client brought this opportunity up in conversation with a senior accountant, we said ‘Why not? Let’s make it happen.’” Because the property was mixed use, with retail on the ground floor and residential flats above, it was not available for a commercial mortgage at the time.

That meant the best option was a commercial bridging loan which would allow them to purchase the property, begin refurbishment and move in, before securing a mortgage to retain ownership in the long term.



FAST FACTS

Accountant
SJPR

Location
London

About SJPR

SJPR is a medium sized boutique, one stop business and finance shop, founded on the back of a successful accountancy practice based in Central London.

Our vision is to see our clients grow and help them to find investment and expansion opportunities.

This was unfamiliar territory for Helder and SJPR. Funding was a relatively new service for the firm, having worked hard throughout 2020 to secure CBILS loans for clients who were struggling in the pandemic. A short-term commercial loan was a whole new challenge, with new requirements.

THAT'S WHERE CAPITALISE CAME IN

Capitalise was able to narrow the most appropriate lenders down to a shortlist, which was presented to both SJPR and their client with quotes, so they could compare and discuss the best option – eventually choosing the offer from Ortus Secured Finance.

Ortus is a short-term lender that specialises in finance for residential and commercial property. Their depth of expertise, reputation for reliable and high-quality service, and local market knowledge meant they were perfectly placed to provide the finance needed.

Capitalise co-ordinated the process between Ortus, SJPR and the solicitors involved, to make sure each party knew what was needed and everyone was working towards the same goals and deadlines.

NEW PREMISES, A NEW CHAPTER

With their new premises secured, the client is now getting geared up for an exciting new chapter of business growth.

But the work's not over yet. The next step is to secure a more permanent solution with a commercial mortgage, and Capitalise is already working with SJPR to achieve that.

SJPR has other clients in the pipeline for funding, too, and to date has secured almost £10 million in funding by working with Capitalise. The firm is now looking at how it can expand on its success and start offering capital advisory too – watch this space.

FIND OUT MORE ABOUT CAPITALISE

Your capital advisory platform, ready made.

Enabling you to build strength and resilience in your clients' businesses by helping them raise, recover and protect their capital.

Headquartered in London, Capitalise is the trusted platform of over 2,000 accounting firms, advising on £850million of approved capital to their clients.

Capitalise enables you to raise capital through lending and innovation grants. Recover capital through debt recovery, dispute resolution and R&D, whilst protecting working capital through credit improvement. Through a single platform, you can build out your capital advisory service line, increase revenue per client and attract new ones.

In partnership with the ACCA, CIMA, 2020 Innovation, Microsoft Accelerator integrated with Xero, Quickbooks and Sage.

More information

Capitalise.com
ask@capitalise.com
020 3696 9700